

30 March 1988

MEMORANDUM FOR: Director, Office of Training and Education
FROM: Deputy Director of Central Intelligence
SUBJECT: Attached Book

1. Herb Meyer has written the attached book on intelligence -- what it's all about and how it's done. He states up front that he has no intension of spilling any secrets or providing any particular detail on how US intelligence or CIA does their work. What he does describe in the book is what intelligence is (the organization of information), the mechanisms by which this information is assembled and provided to users (whether in government or business), and on the relationship between producers and users of intelligence. [redacted]

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2. I think it's as fine and succinct an overview of this business and how it's done as I have ever seen. I think that for people coming into this Agency, in all parts of our work, this would be as good an introduction as I can imagine to help them understand why we are here in the first place. It's freshly written and only takes about an hour and a half to read. I think that it should be used widely in our introductory and CT courses. (I understand that it is being used or is going to be used at the Defense Intelligence College.) Read it and let me have your reaction. [redacted]

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R. Gates

Robert M. Gates

Attachment:

Real World Intelligence by Herbert E. Meyer

cc: DDI, w/att

[redacted] (DD/R&E/ICS), w/att

DDCI w/o att
ER w/o att

STAT

~~CONFIDENTIAL~~

CL By Signer
DECL OADR



REAL • WORLD INTELLIGENCE

HERBERT E. MEYER

*Organized Information
for Executives*

Intelligence isn't spying.
It's the hot new management tool
for competing—and winning—
in today's business world.

